Buy Sut Pher. M. J. GOODMAN Regional Operations Manager 486 Thomas Jones Way 610-280-9110

May 7, 1997

RJR Account # 423360 SANDY KATZ MIDDLESEX TOBACCO CO 450 FLORIDA GROVE RD PERTH AMBOY, NJ 08861

## June Doral Buy 2 Packs - Get 1 Free #700272

To: SANDY KATZ

Doral Pre-packed promotional product has been ordered (see quantities below), as well as the premium/shippers (item # 525101) to pack your June 1997 automatic monthly display shipment to your participating retail accounts. All additional pertinent promotional information is listed below:

B2G1F Cases (6m / 30 ctns. per case)

UPC Code	Style or Item	# Cases (6m)
12300-24065	Doral FF Box (Pre-sleeved product)	/88 / 18 2
12300-24066	Doral Lights Box (Pre-sleeved product)	1187 / (18 W)
12300-24063	Doral 100's (Pre-sleeved product)	11876 9
12300-24062	Doral Lights 100's (Pre-sleeved product)	18 ~
12300-23850	Premium shipper case	11874 270

Display Detail

Each white carton contains 3 pre-sleeved B2G1F Deals, plus 1 loose live pack.

Each Display contains 7 white cartons or "21 B2G1F Offers".

This equates to 49 live packs Per Display to be billed to retail.

It is STRONGLY RECOMMENDED THAT YOU PLACE 1 additional loose live pack into each display;

this will enable you bill retail @ 5 cartons per display, rather than 4.9 Cartons per Display.

tales 27 Cartons of

Page 2

Doral B2G1F June

Account: MIDDLESEX TOBACCO CO / 423360

These allocations will allow you to build:

270 Shippers

These shippers will service:

193 Retail Stores

Product/Premium Arrival:

June 2., 1997

Ship Date to retail

Week of June 16, 1997

The PO # for this order is:

.9960

SKU Cube:

21 Offers

Retail Sales Offer per SKU Billing per SKU

4.9 Savings Cartons w/o adding extra live pack or

5 Savings Cartons if loose pack added

EFT \$ Amount (B1G1F Prod.) Non EFT Amount (B1G1F Prod.)

\$9.956.65

Promotion Description: See enclosed "Wholesaler Packing Instructions". Utilize pre-assembled display. This product is pre-sleeved and it is not necessary to "Load Display". Retailers will handle display set-up at store level. Ship number of Displays to each Retail Account as indicated on the attached customer list.

## Place into each Display:

7 Cartons of 4 different Doral Brand Styles. 1 Additional loose live Doral Pack (add pack only if billing @ 5 cartons per display.

Each display will contain 21 B2G1F Offers, and either 7 or 8 loose live packs. (7 packs if additional live pack is not added by direct account; 8 packs if direct account does add an additional live pack).

Ship the number of displays to each account as noted on the enclosed retail account listing.

Attached is a list of retail accounts authorized to receive the packed displays. RJR will reimburse you \$14 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$308.70.

Attached to this letter is a Payment Request form for this promotion. When display packing and retail delivery is complete, sign and date this form. Your RJR representative Lanny Wolfe must sign the form and submit it to out local Operations office for payment.

In addition to packing displays for your own retail accounts, the accounts serviced by the following Sub-Jobbers which you service are included in your allocation. These Sub-Jobbers have been notified to order the completed shippers from you.

CENTRAL JERSEY TOBACCO

13

Page 3

Doral B2G1F June

Account: MIDDLESEX TOBACCO CO / 423360

Important Note: Your allocation may include extra shippers beyond those required to service your retail accounts on the attached list. You will have. 9 shippers remaining after shipping displays to your accounts. RJR reps. will submit prebooks to order out these shippers (and any others you may have due to refusals etc.) An example copy of this prebook is attached. Please honor only this prebook submitted by our representatives and honor accounts on the enclosed VAP list first.

For additional information or questions please contact your RJR Representative: Lanny Wolfe

As always, thanks for your assistance in the marketing of our products

Warm Regards,

Mark

M. J. Goodman

co: Lanny Wolfe

# DORAL BUY 2 PACKS - GET 1 FREE CLEAN-UP PREBOOK

IMPORTANT NOTE: The purpose of this prebook is to "cleanup" left over promotion quantities at wholesalers participating in RJR's "Value Added" program. These left over quantities are available on a "first come - first served" basis until quantities are depleted. The quantity of shippers prebooked here may or may not be available for delivery.

Date:				
Account Name:		Retail A	Account #:	**************************************
Address:				
City:	State:	ZIP:	Phone:	<del></del>
Wholesale Distributor:				<del>muhak</del>
RJR Representative:	<u></u>	Voice	Mail Box #:(Dial 1-800 RJR Talk)	arene e e e e e e e e e e e e e e e e e e
Please deliver (if available shippers.	) the following qu	antity of Doral	Buy 2 Packs - get 1 Free	
# of Shippers R	equested		=>	
Authorized Signature:				

# Wholesale "Value Added" payment request form

Promotion: Doral June Buy 2 packs get 1 Free 1997 Promotion #700272 Note: Payment is based on \$14.00 per 12m case of "live" product, packed into displays and delivered to retail accounts as designated by RJR. Wholesale Partner Name: MIDDLESEX TOBACCO CO **RJR Account Number:** 423360 Displays Wrapped and Delivered: 270 Value Added Payment Due: \$308.70 Wholesale Partner Signature: RJR Representative: Payment will be mailed directly to the participating Wholesale Partner ========Operations Office Use========== Date Processed: Processed by: Voucher #:

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WORKPLAN VAP TEMPLATE LISTING

TOTAL QUANTITY

WHOLESALER : 423360 MIDDLESEX TOBACCO & <DIRECT>

TEMPLATE : 700272 70600 DOR JUNE BOGIF

TEMPLATE SEQ : 0002 SALES LEVEL : 13XXXX

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CHAIN-ID SUPPLIER ACCT PHONE

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#### WORKPLAN VAP TEMPLATE LISTING

WHOLESALER : 423360 MIDDLESEX TOBACCO & <DIRECT>

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PAGE: 26 DATE: 97-05-05 TIME: 09:05 AN

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	327	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
12210	122225	687944	A&H DRUG & GIFT INC	646 WESTWOOD AVE	RIVER VALE	ŊJ	07675	There ?	Fin		2016646900	(201)664-6900
13300	i	730218	AA FOOD CORP	777 CLIFFWOOD AVE			07747		كتصبع	-	944-925	(908)583-9864
12200			AJHS CORP	- 1242 US HICHWAY L	NORTH BRUNGWIC	٠	08903					(908) 940-1272
13300	133023	486308	AKAR AMOCO	RT. 36 & PALMER A	KEANSBURG	ŊĴ	07734		Tes		9084953558	(908)495-3558
			AKAR 3 AUTO	27 ROUTE 46 EAST	PINE BROOK	ŊJ	07058		74 -	-	2012271563	(201) 227-1563
			AMIS FOOD STORE		ELIZABETH	ŊJ	07202		7			(908)55B-9785
12260	122623	695959	ANP INC.	1201 SALEM AVE	HILLSIDE	ŊJ	07205		7			(908)354-401(
13300	133024	402017	ANP INC. AR EX DRUGS	370 N. BRUNSWICK		-	08863		ナ		2000	(908) 738-1085
*****				<del></del>			<del>-&gt;7883</del>		) <del> </del>		<del>9086891884</del> -	-{908}689-188-
			B-B BIG FOOD MART	14 S 2ND AVE			08904		7	/ ,		(908) 545-5806
			BANNER FOOD STORE				08876		محمدون ا	/,		(908)429-014:
12260			Barben Super MKT	350 MAIN ST	Paterson		07503		وحمد مدد ا		2013454118	(201) 345-4116.
			Belmont Mini Mkt	245 PALISADE AVE			07026		مر رہا :			(201)478-125
			BOB'S 4 WHEEL DRIVE		Piscataway		06854		74			(908) 985-388í
13314	<del>-102224</del>	*****	<del>-Doulevard-Pood-Ctor</del> -	******	- Palicadec Park-				<del></del>		2014615678	<del>-(201)461-8636</del>
13300	133028	617292	BRAVO	1245A W 7TH ST	S PLAINFIELD		07080		J.		9087531114	(908)753-111-
12260	122623	670410	BRIANS LIQUOR LAND	1700 E 2ND ST	SCOTCH PLAINS	ŊJ	07076	1	r de la companya della companya della companya de la companya della companya dell			(908) 322-1821
			- BROUGHTON - DBLT				07003		<del></del>	,	<del>*************************************</del>	<del>(201) 743-135:</del>
			BUSY BEE/CROTON TEX				08822		L 🕊	•	9087823362	(908)782-336:
			BUY-RITE MARKET	965 MAGIE AVE	UNION	ŊJ	07083		7	•		(908) 352-514"
			CARTERET COLD CUT				07008		The		8300	(908)541-621(
13300	133024	703620	CENTER EXXON	1441 RT. 1 SOUTH	EDISON	ŊĴ	08817	1	T.		9085485675	(908)548-5679
13300	;	590476	CENTRAL JERSEY TOB	816 US HIGHWAY 1	EDISON	ŊJ	08817	גנ	~33			(908)248-082(
			CENTRAL NEWS & FOOD	127 CENTRAL AVE	WESTFIELD	ŊĴ	07090	1	1			(908)233-073:
13300	<b>?</b>	667190	CHRISTCO EXXON	RI. 195 & TENNERT	HORGANVILLE	KJ.	07751		riv ,			(908) \$91-253:
13300	133024	680007	CIRCLE B / KRAUSZER	166 DURHAM AVE	METUCHEN	ŊJ	08840		مر میں :		9085488850	(908) \$48-8850
13300	133027	729775	CIRCLE EXXON	HWY 1 & RT 10	NEW BRUNSWICK	ŊĴ	08901		ブ		9082480820	(908)249-1844
			CLARK NOVELTY 4 BOX	1074 RARITAN RD	CLARK	ŊJ	07066		<b>₩</b>	1,	4150	(908)381-811:
12260	122625	477641	COASTAL GAS	3 STEVENS AVE	LITTLE FALLS	ŊJ	07424		مسابينا إ	/	2012562023	(201) 256-2023
12260	122625	484406	COASTAL GAS	1040 RINGWOOD AVE	Haskell	ŊJ	07420		W		2018359750	(201)835-9750
			+	133 WATCHUNG AVE	PLAINFIELD	ŊJ	07060		7		9650	(908)561-8494
				136 W PLEASANT AV	MAYMOOD	ŊĴ	07607	:	l 🌮 🔠	/	2018454971	(201)845-4971
13300	133023	710374	COUNTRY FARMS INC	880 MAIN ST	BRLFORD	IJ	07718	-	مرددا	•		(908)787-9757
13300	133028	282554	CUB LIQUORS	242 LINCOLN BLVD	MIDDLESEX	ŊJ	08846		4		9083563929	(908)356-3925
12260	122623	275912	D ROSEN CONFECT.	527 W GRAND AVE	RAHWAY	ŊJ	07065	1	ナ			(908) \$74-3686
12260	122623	705622	DAS CONVENIENCE	1101 S WOOD AVE	LINDEN	ŊJ	07036		7	/		(908)523-0144
			DAVES SWEET SHOP	230 HOUNTAIN AVE	SPRINGFIELD	-	07081		カノ	•		(201)379-2885
			DELI MART-BERGENFLD	89 NEW BRIDGE RD	BERGENFIELD	ŊJ	07621		l <b>7</b>			(201) 385-094E
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			E BRSWK FOOD & NEWS						7			(908) 613-5335
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## WORKPLAN VAP TEMPLATE LISTING

PAGE: 28 DATE: 97-05-05 TIME: 09:05 A

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TEMPLATE : 700272 70600 DOR JUNE B2G1F

TEMPLATE SEQ : 0007 SALES LEVEL : 13XXXX 1(859

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	CIT	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
		*****			************		*****					
			KRISHNA GENERAL	535 E 2ND AVE	ROSELLE		07203		7			(908) 241-2830
			LAKESIDE MKT & PIZZ LIOUOR CITY				07421		14 /			(201) 853-1216
				1069 RT 9 N	OLD BRIDGE		08857	2	ور دور در	alod		(908) 727-939E
			LIQUOR SAVER	78 W SOMERSET ST			08869	1	احاحا	1000		(908) 704-1995
			WYW CONVENIENCE	525 AVENEL ST	AVENEL		07001		74			(908) 636-9645
			MACK CONV. STORE MAIN STREET NEWS	583 ROOSEVELT AVE			0700B	_	Th -			(908) 969-105
			MALIK CORP	158 MAIN ST	HACKENSACK		07601		7		2014883020	(201)488-302:
			MARINA CANDY STORE	1412 LIBERTY AVE.			07205		الرب			(201) 923-693!
			MATICO CO MINUTEMAN		CLEW ROCK BUDD LAKE		07453 07828	<del>-</del>	Fri			(201)444-074
133001	133020		MC ALEAVYS NEWS	8-10 E MAIN ST				_	TIF			(201) 691-045
	111444		MILK & STUFF		SOMERVILLE		08876	-	T			(908) 526-3991
			MINIT MART	400 SPOTS-ENGLISH 151 TERRACE ST			08884			/		(908) 251-774-
			MINIT MART	237 PALISADE AVE	HAWORTH		07641		THE	.//		(201) 387-076-
			MINUTE MART		CLIFFSIDE PARK				77 6			(201) 945-225.
				442 ANDERSON AVE	CLIFFSIDE PARK			1	14.11	•		(201) 943-972:
			MOBIL GAS 03C9X	143 E WASHINGTON	WASHINGTON		07882	2	ticks t	۶ ر		(908) 689-506.
			MOBIL OIL CO.	1630 OAK TREE RD.			08820	1	1241	<b>.</b>		(908)494-434:
			MONROE DELT	14 TAYLOR AVE	SPOTSWOOD		0984	<u>1</u>	-15	***************************************		(908)251-093
	122623	•	MOUNTAIN DELI	2385 MOUNTAIN AVE			07076	1	T+F F		9088895557	(908) 889-555"
122603				2933 VAUXHALL RD	VAUXHALL		07088					(908) 964-813:
			NICK'S CANDY STORE		ROSELLE		07203	1	<i>F</i> ¬			(908)245-108(
			WICKY, INC.	437 N MOOD AVE	LINDEN		07036	<u>i</u>	/			(908) 925-3031
			NICKY'S SPORTS	1734 OAK TREE RD			08020	-			967471	(908)548-0019
					ELIZABETH		07201		7	,		(908) 352-4748
			ONE STOP	312CND RAHWAY AVE			07202		7	Da J		(908)351-6509
			OPTIMO LL	122 WESTFIELD AVE			07204		Frey c	<b>"</b>		(908)241-470E
			PARAMUS FOOD MARKET		PARAMUS		07652		مرس		2016520178	(201)652-0176
			PARK NEWS CORPORATI		Plainfield		07060	2	m		30750	(908)755-166C
			PAULS STATIONERY	536 HAMILTON BLVD			07080	1	- Ki	كيعي		(908)769-1395
			PENNY PANTRY FOOD S		MORGANVILLE		07751	2	) was			(908)591-9618
	133021			ROUTE 9/POND RD S			07728	2	1 .	31C-		(908) 577-0593
122102			POMPEI MARKET	31 CALICOONECK RD			07606	1	$ au_{\ldots}$ .			(201)440-469€
			PORT NEWS & FOOD IN		PORT READING	N	07064	2	MYTH		33125	(908) 634-4544
			Pupp n Stuff	21 NORTH AVE	CRANFORD	-	07016		سر بین	•		(908)272-5989
			PYRAMID CARDS	293 GLENWOOD AVE	BLOOMPIELD	NJ	07003		T			(201)748-5820
				100 SUMMERHILL RD	SPOTSWOOD	W	08884	2	F _	-		(908)723-0822
			QUICK FOODS STORE	1721 PARK AVE	SOUTH PLAINFIE			1	سعرمان		9086680353	(908)668-0353
			OUTCK OUT FOOD	1674 US HIGHNY 1				1	····			4808) 940-0010
- ,			QUICK PIK	501 OLD POST RD	EDISON	ŊĴ	08917	1	THE	/		(908)248-907E
			QUICK SHOP MINI MKT		PERTH AMBOY	ЦŊ	08861	1	Th /			(908) 324-7735
			QUICK SHOP MINI MKT		LINDEN	ŊĴ	07036		F		544290	(908) 925-7556
			QUICK STOP CONVEN.	206 W 7TH ST	PLAINPIELD	ŊĴ	07060	. 1	F		9087563660	(908) 756-3660
133005	133030	729984	QUICK STOP DELI	RT 23	HAMBURG	ŊĴ	07419	2	مسرين		2018753768	(201)875-3768

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(201)459-1635				ζ.	£0070	ſΝ	BLOOMFIELD	202 BLOOMFIELD AV	SUPER VALUE CENTER			
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ES84-ATT (809)	9087744823		<u> </u>	1	21110	CN	OCEAN		SUNSET SERVICE STAT			
(808)542-6233			41		01503		ROSELLE		SUNNYSIDE SWEET SHO			
7929-222 (806)	4E8087E806	<del></del>			20880	-24	HIDGENVIES		SHOVE ARRES			
Z86E-SSE(806)			أددم		20210		ELIZABETH	TR REPARTS 239				
(301)967-5151	TSISLOBTOZ	lune cho	W41		4040				SUE'S MINI MART INC			
1699-18518061		7773 7419		[	-				CONS N COLS			
9968-88C(806)	SLET /		22		19010	CN.	COTONIY		STOP N GO CONVENTEN			
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1005-918 (806)					20580	4	BELLE MEAD		STOP BUY FOOD STORE			
0458-899(806)	00000		. (7)		75880		PISCATANAY					
(808) 182-1144			111		08833		PLEMINGTON		STEVE'S FOOD STORE			
(808) 33E-000E					- <del>2000</del>		50404		3M2N-31V13			
Z888-TLZ(806)			201				SOUTH BOUND BR		NI ,TRAM INIM HTOOS			
(809)323-0235			-	-	94880		SOMERVILLE		SOUTH BRIDGE CONVEN			
2701-27C(806)-				- }	£2880				GOOST 1730 L3383MOS			
9292-742(102)-									ALLSO V/A SHE HANGS			
5929-298(806)		_	41.1		96070		rinden		TEMPENT FOOD MARKET			109221
SET6-TPS (806)	SET6195806	_ WA 17			80070			835 ROOSEVELT AVE				
6867-TSC(806)			144		90270		ELIZABETH	TR GAORE N TTE				
9779-E29(106)-		<u>/</u>			-£1680				SHILKA FOOD STORE			
(808) 832-838		ALLEGALIA EL	7	į	96070		rinden					
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2115-121(808)	0010SE		4		64880			N SC 7 6 13 0905				PODECT
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(806) 439-4333			41	•	SETTO		KELBORT		RICHARDS DELICATESS		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	900661
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6167-13C18061				<del></del>			23 TEVE					
0911-961(806)	****		41		59040				RAHWAY NEWS & FOOD			
0015-678(809)	0012619806		141		12880		OFD BRIDGE	2680 RT 516	BYIGHT INC			133001
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(808) 335-1788			7 July 1		91010		SCOLCH PLAINS	1878 E SND 2L	ONICK STOP			
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ACCT PHONE #	POSSITER	CHVIN-ID	XAT	YTØ	diz	15	YTID	YDDKEZZ	EWYN	אררד	JIATER	י ביצע
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## WORKPLAN VAP TEMPLATE LISTING

: 423360 MIDDLESEX TOBACCO & «DIRECT» : 700272 70600 DOR JUNE B2G1F

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TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	st	ZIP	CTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
				*******		-+				<i>/</i>	*******	*********
133006	133029	644016	SWATI INC	3193 WASHINGTON R	PARLIN	ŊĴ	08859	2	مرميا		9085259228	(908) 525-922.
122101	122225	400125	THE VARSITY	218 CLOSTER DOCK	CLOSTER	N.J	07624	1	-			(201) 768-930:
			TIGER SERVICE STATE	484 E STATE RT 4	ENGLEWOOD		07631	,	ナ			(201)568-630:
			TONYS STATIONERY	211 VAN WINKLE AV	HAWTHORNE		07506	•	714	. /		(201) 427-323
			TOWNE MARKET	SO MAIN STREET					MITT	6/		
			II.S. 1. EXYON	PT 1 C L WOOD A	PHILLIPSBURG		08865	*			3084241444	(908)454-144
							-0703£	<del>-</del>	_ 3	<del></del>	••••••	<del>.(908) 863-243</del> -
		401049	Union smoke	974 STUYVESANT AV	UNION	ŊJ	07083		T?			(908)686-506
122603		452201	UNIONLAND FARMS	543 BOULEVARD	KENILWORTH	ŊJ	07033	1	my	مرد		(908)272-198
233007		270426	VANAS GENERAL STORE	102 S HAIN ST	MILLTOWN		08950			y	-9087750173	1908) 246-496
133009	133030	770967	VERNON DRUG STORE	P.O. BOX 178	VERNON	ŊĴ	07452	1	アク ノ	//	2017646200	(201) 764-620
122604	122624	464357	VERONA VARIETY	400 BLOOMFIELD AV	VERONA		07044		アケン	/	2012399760	(201) 239-976
			WALLIS STATIONERY	441 PARK AVE	SCOTCH PLAINS		07076	•			2012333100	
			WANTAGE EXXON						سد دوا	-		(908) 322-626
				ROUTE 23	SUSSEX		07461	1	مسم معي			(201)875-107
			MELCU PADMS	POUTE 37 EDISON		NJ.	08937			3893-2000	····	19081287-985
733003	133031	<del>702980</del> .	<del>- Neleh Farke Janke</del>	3446 RT 35 NORTH		NJ	07730	<u>1</u> -		<del>-3897-000</del> 0	m <del>t - ===================================</del>	1909)739-988
133003	133028	738653	WHOLLY SMOKES	299 RT 22 E	GREEN BROOK	NJ	08812	5	200	2129-0000		(908) 424-058
133007	133029	738651	WHOLLY SMOKES	3135 RT 9 N	OLD BRIDGE	ŊJ	08857	S	My ?	2129-0000		(908) 679-023
133007	133027	738654	WHOLLY SMOKES	233 RT 18 S	EAST BRUNSWICK					2129-0000		(980)545-406
122603			WINFIELD LIQ & DEL	25 WAVECREST AVE	LINDEN		07036		THE	****	2014052112	
133003			19 PETROLEUM	99 LINCOLN BLVD								(201)486-211
					MIDDLESEX		08846		ررس		5082631115	(908) 563-111.
133003	133028	4 11333	7 DAYS FOOD STORE	392 NORTH AVE	DUNELLEN	NJ	08912	1	مردي			(908)968-024.

PAGE BREAK TOTAL ACCOUNTS

TOTAL QUANTITY

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TEMPLATE TOTAL ACCOUNTS

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